



Connections

News from the Connecticut District Office

Aug/Sept 2003

Marie A. Record, District Director

Small Business Development Centers (SBDC)

SBDC is a statewide organization funded in part by the Federal Government through the U.S. Small Business Administration. The SBDCs specialize in providing direct one-on-one counseling on small business problems. The assistance they provide is tailored to both the needs of the client and their community.

SBDC services include assisting in financing, marketing, production, organization, engineering and technical problems. SBDCs also make a special effort to reach socially and economically disadvantaged groups, veterans, women and the disabled.

Assistance is also provided to small businesses applying for Small Business Innovation and Research grants from federal agencies.

CT Small Business Development Center Headquarter (Storrs)

University of Connecticut
2100 Hillside Rd. Unit 1094
Storrs, CT 06269-1094
Hours: Mon - Fri 8:00am - 5:00pm

Dennis Gruell, State Director

Richard Cheney, Associate State Director
Ginni Tewksbury, Fiscal Manager
Zaiga Antonetti, Training Coordinator
Donna Jones, Financial Assistant I
Misty Lathrop, Program Assistant

Phone: (860) 486-4135
Fax: (860) 486-1576
Email: CSBDCInformation@business.uconn.edu

Greater Hartford Area

West Hartford, Hartford, New Britain, Newington

Regional Director, Ben Chepovsky

1800 Asylum Avenue
West Hartford, CT 06117 - 2659
Hours: Monday, Wednesday, Friday
Phone: (860) 570-9109
Fax: (860) 570-9107

330 Main Street 2nd. Floor
Hartford, CT 06106
Hours: Tuesday, Thursday
Phone: (860) 251-7000
Fax: (860) 251-7006
Email: WestHartfordCSBDC@business.uconn.edu

Groton, Norwich, New London Offices

University of Conn. Administrative Building Rm. 104
1084 Shennecossett Road
Groton, CT 06340 - 6097

Richard Cheney, Business Counselor
Alice Salews, Administrative Service Specialist

Phone: (860) 405-9002
Fax: (860) 405-9041
Email: GrotonCSBDC@sba.uconn.edu

Stamford Office

Southwestern Area Commerce & Industry Association
Small Business Development Center
1 Landmark Square
Stamford, CT 06901
Hours: Monday, Tuesday, Thursday

Stamford Office (cont.)

Harvey Blomberg, Regional Director
Ann Noyes, Program Assistant

Phone: (203) 359-3220 ext. 302
Fax: (203) 967-8294
Email: StamfordCSBDC@business.uconn.edu

Waterbury Office

Rowland State Government Center
Small Business Development Center
55 West Main Street, Suite 510
Waterbury, CT 06702

Don Petri, Regional Director
Patty Toupin, Program Assistant
Phone: (203) 805-6371
Fax: (203) 805-6391
Email: WaterburyCSBDC@business.uconn.edu

Enfield Office

Asnuntuck Community/Technical College
Continuing Education
Small Business Development Center
170 Elm Street
Enfield, CT 06082
Hours: Tuesday 10:00 - 1:30, Wednesday 8:30 - 3:30,
Friday 10:00 - 1:30

Sean McGuire, Business Counselor
Phone: (860) 253-3125
Fax: (860) 253-3067
Email: EnfieldCSBDC@business.uconn.edu

Willimantic Office

Eastern Connecticut State University
Small Business Development Center
83 Windham Street
Willimantic, CT 06226 - 2295
Hours: Tuesday, Wednesday, Thursday 9 - 4

Dennis Twiss, Counselor
Phone: (860) 465 5349
Fax: (860) 465 5143
Email: WillimanticCSBDC@business.uconn.edu

Bridgeport Office

Bridgeport Economic Resource Center
Small Business Development Center
10 Middle Street, 1st Floor
Bridgeport, CT 06604 - 4229

Juan Scott, Regional Director
Ivette Santiago, Program Assistant

Phone: (203) 330 4813
Fax: (203) 335 1297
Email: BridgeportCSBDC@business.uconn.edu

UP Coming Events

- | | |
|----------------|---|
| Sept 19 | "How to Do Business w/ the Fed. Govt."
Time: 10:30a.m. & 1:00p.m.
New London Public Library,
Community Room
63 Huntington St., New London |
| Sept 26 | Small Business Matchmaker Program
Time: 8:30 a.m. – 1:30 p.m.
Gateway Community College
60 Sargent Drive, New Haven |
| Sept 29 | SBA 50 th Anniv. Celebration
Ceremony Lunch & Networking
Time: 10:30 a.m. – 11:30 a.m.
Gateway Community College |
| Oct. 1 | 504 Secondary Market Forum
Radisson Cromwell, CT |
| Oct. 9 | Annual Lenders and Partners
Meeting, SBA 50 th Anniversary
Business Program
Saint Clements Castle, Portland, CT |
| Oct. 16 | 21 st Annual Business Women's Forum
Hilton Southbury |

Check out our website for other ongoing seminars and workshops for small business www.sba.gov/ct

**CONNECTICUT DISTRICT OFFICE
FY 2003 LOAN VOLUME BY LENDER
AS OF 08/31/03**

Citizens Bank	299	\$10,582,000
Fleet National Bank	217	\$11,448,200
Webster Bank	102	\$10,013,500
Cornerstone Business Credit	37	\$ 6,988,900
CIT Small Business Lending Corp.	35	\$17,681,500
Connecticut Comm. Investment Corp.	31	\$12,280,000
People's Bank	29	\$ 4,129,200
Hudson United Bank	29	\$ 3,607,800
Capital One, FSB	29	\$,275,000
BankNorth, NA	27	\$ 3,840,000
Commercial Loan Partners	20	\$ 7,613,060
Ridgefield Bank	20	\$ 1,766,600
Sovereign Bank	15	\$ 1,278,000
UPS Capital Business Credit	13	\$ 5,222,749
The Bank of Southern Connecticut	11	\$ 3,253,000
NewMil Bank	11	\$ 1,805,900
JP Morgan Chase Bank	10	\$ 2,807,000
Business Loan Center, Inc.	9	\$ 5,083,500
New Haven Savings Bank	9	\$ 900,000
Housatonic Industrial Dev. Corp	7	\$ 2,586,580
Union Savings Bank	7	\$ 1,021,580
The Washington Trust Company of Westerly	7	\$ 671,000
Connecticut Business Development	6	\$ 2,495,000
Thomaston Savings Bank	6	\$ 628,000
GE Capital Small Business Finance Corp.	5	\$ 2,101,800
Home Loan & Investment Bank	5	\$ 1,595,000
Wachovia Bank, NA	5	\$ 1,352,100
First County Bank	5	\$ 1,025,000
Essex Savings Bank	5	\$ 745,000
Newtown Savings Bank	5	\$ 635,000
Citibank, NA	5	\$ 600,000
Commerce Bank, NA	4	\$ 4,970,000
NCB, FSB	4	\$ 1,155,000
Business Lenders	4	\$ 1,142,000
Valley Bank, CT	4	\$ 1,029,000
Rockville Bank	4	\$ 585,300
The Simsbury Bank & Trust Company	3	\$ 600,000
Farmington Savings Bank	3	\$ 520,000
Westbank	3	\$ 372,000
The Savings Bank of Manchester	3	\$ 323,000
Independence Bank	3	\$ 280,000
Castle Bank & Trust Company	3	\$ 250,000
Savings Bank of Danbury	2	\$ 450,000
Valley National Bank, NJ	2	\$ 420,000
North American Bank & Trust Company	2	\$ 380,000
Liberty Bank	2	\$ 325,000
First National Bank of Litchfield	2	\$ 190,000

First National Bank of Suffield	2	\$ 135,000
Branch Banking and Trust Company	1	\$ 635,000
Northwest Community Bank	1	\$ 375,000
Hampden Savings Bank	1	\$ 312,500
Windsor Federal Savings & Loan Assoc.	1	\$ 275,000
Westport National Bank	1	\$ 250,000
Bank of Westport	1	\$ 200,000
Woori American Bank	1	\$ 150,000
Collinsville Savings Society	1	\$ 125,000
Banco Popular	1	\$ 120,000
Hometown Bank, A Cooperative Bank	1	\$ 120,000
Panasia Bank, NA	1	\$ 120,000
Chelsea Groton Savings Bank	1	\$ 115,500
Canaan National Bank	1	\$ 100,000
Southbridge Savings Bank	1	\$ 75,000
Tolland Bank	1	\$ 63,500
Westfield Bank	1	\$ 57,400
Weokie CU	1	\$ 13,000
Bank of America, NA	1	\$ 8,700

TOTAL	1089	\$ 143,273,229
--------------	-------------	-----------------------

504 LOANS

CIT Small Business Lending	11	\$ 4,317,000
Webster Bank	9	\$ 3,574,000
Cornerstone Business Credit	5	\$ 2,157,000
Citizens Bank of CT	4	\$ 1,492,000
Business Loan Express	3	\$ 1,305,000
National Cooperative Bank	3	\$ 1,079,000
Banknorth	3	\$ 2,201,000
Fleet Bank	2	\$ 721,000
American Savings Bank	2	\$ 589,000
Bank of Southern Connecticut	2	\$ 489,000
Peoples Bank	2	\$ 421,000
Enfield Federal	2	\$ 387,000
Farmington Savings Bank	1	\$ 1,300,000
Salem Five Cents Savings Bank	1	\$ 745,000
Jewett City Savings Bank	1	\$ 506,000
Liberty Bank	1	\$ 373,000
Savings Bank of Danbury	1	\$ 496,000
Hampden Savings Bank	1	\$ 313,000
Union Savings Bank	1	\$ 291,000
Hudson United Bank	1	\$ 275,000
Ridgefield Bank	1	\$ 273,000
JP Morgan Chase	1	\$ 255,000
Newmil Bank	1	\$ 250,000
Castle Bank	1	\$ 213,000
Home Loan & Investment Bank	1	\$ 184,000
First County Bank	1	\$ 150,000
Dime Savings Bank of Norwich	1	\$ 135,000
Simsbury Bank & Trust	1	\$ 129,000
TOTAL	64	\$ 24,625,000

Connecticut District Office

Wedded Bliss!

POTLIGHT ON!



L to r – Salvatore Finocchiaro, Haydria Bish

Haydria Bish married Salvatore Finocchiaro July 12, 2003 at the Venetian Resort Hotel Casino in Las Vegas, NV. Haydria and Salvatore met almost two years ago at Hartford Public Access television station while they were editing their video projects. "When I first saw Haydria walk into the station, I was so taken by her beauty. I liked the way she carried herself and her "locked" hairstyle reminded me of my trips to the islands. I wanted to get to know her better." says Salvatore. He started a conversation with her by asking about the short film she was editing. "Sal was a big talker yet sincere and I found that very charming. I also sensed he was truly interested in what I had to say." Haydria remembers. Sal owns his own business and had a new idea.

Haydria, knowing that she wanted to see him again invited him to make an appointment with Laura Knott Twine, Director of the SBA-OWBO for a counseling session. "After that night, I couldn't get him out of my head. There was just something about him." says Haydria. A week later, he walked in for his appointment and the unusual happened, another client got her appointments mixed up and came in to meet Laura the same time Salvatore did! Salvatore let the other client see Laura first. Meanwhile, Haydria and Salvatore had time to chat during her break. Everything else took its natural course after that. Haydria (Bish) Finocchiaro is the administrative assistant at the SBA Women's Business Center at the University of Hartford.

SCORE Salutes the SBA

On Wednesday, August 6th Bob DeSmith, Chairman of SCORE Chapter 56, presented Marie A. Record, District Director, and staff of the Connecticut District Office with a honorary plaque celebrating the SBA's 50th Anniversary.

Bob and SCORE also thanked the District Office for their support of Chapter 56 and the "support of small business America."



L. to R. Bob DeSmith, SCORE Chapter Chairman and Marie A. Record, SBA District Director

More

Connections

New link for the Hartford SBA OWBO-CT Entrepreneurial Center

<http://careercenter.org/SBA-OWBO-CTmain.htm>

SBA 50th Anniversary celebration information visit www.sba.gov/50

SBA en Español www.sba.gov/espanol/